RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

February 3, 1998

RJR Account #442680
M. Gandulla
MOUNTAIN CANDY

MARCH: WINSTON B2G1F / PROMOTION #800115

Dear Mark:

WINSTON B1G1F product (6M), and Live product, has been ordered (see quantities listed below), as well as **120** skus of B2G1F Sleeve Display Kits (Item #538994) to pack and ship this promotion to your participating retail accounts. (Note that this product is **not** 'pre-sleeved' product.) ***This includes 20 Displays to be shipped to WAM accounts.***

WINSTON BRAND STYLE	#/ Cases B1G1F (6M)	B1G1F UPC Code	#/ Cases LIVE	LIVE UPC Code
FF Box	4	12300-11226	1 (12M)	12300-11212
Light Box	8	12300-11926	4 (6M)	12300-11906
Ult Lt Box	4	12300-70326	2 (6M)	12300-70306

PO #022398

Product / Premium Arrival:	**February 23, 1998**
Ship Date to Retail:	**Week of: March 9, 1998**
DISPLAY DETAIL (#538994)	
SKU CUBE :	**1.6700**
SKU WT (w/o Product):	**4.5000 lbs**
Retail Sales Offer per Sku:	**20 Offers**
Billing per Sku:	**4 Full Price Cartons**
EFT $ Amount:	**$4,661.77**
PARTNERS 'BONUS' REPORTING DESCRIPTION	**'WIN MAR B2G1F'**

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PROMOTION DESCRIPTION: SEE ENCLOSED *'WHOLESALER PACKING INSTRUCTIONS'*. OPEN WINSTON B2G1F SHIPPING CASE. REMOVE RED CARDBOARD INSERT AND PLACE ONE B1G1F OFFER INTO EACH WINSTON STYLE-SPECIFIC SLEEVE. ADD ONE 'LIVE' WINSTON PACK OF SAME STYLE TO EACH OFFER. PLACE RED CARDBOARD INSERT BACK INTO CASE AND SHIP TO RETAILER.

BRAND STYLES: WINSTON FF BOX / WINSTON LT BOX / WINSTON ULT LT BOX

DISPLAY BRAND LOAD:
* **4 CARTONS:**
  2 WINSTON LT BOX
  1 WINSTON FF BOX
  1 WINSTON ULT LT BOX
  EACH DISPLAY WILL CONTAIN TWENTY (20) B2G1F OFFERS.

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you $28.00 per **live 12M** case for all displays packed and shipped to retail on a timely basis. This equates to **$224.00 (8 (12M) case(s) @ $28.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: J. McLean
Enclosures:
- Customer List
- Wholesaler Packing Instructions
- Promotion Flyer

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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WHOLESALER : 442680 MOUNTAIN CANDY & CIG. CO., INC <DIRECT>
TEMPLATE : 800115 80300 WIN MAR B2G1F
TEMPLATE SEQ : 0038
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
133005	133030	051215	GUPTA GROCERY CO.	RT 208 STONEGATE	MONROE	NY	10950	1		2757-1100	943175	(914)782-7810
133005	133030	578939	PLAZA TOBACCO	PO BOX 1463	GREENWOOD LAKE	NY	10925	1				(914)477-0479
133005	133030	659479	DAILY STOP INC	168 JERSEY AVE	PORT JERVIS	NY	12771	1				(914)856-1505
133005	133030	660610	JASON-DOBB'S	1 KINGSTON AVE	PORT JERVIS	NY	12771	1			962035	(914)856-2486
133005	133030	693284	PINE ISLAND FOOD CT	RR 3 BOX 3	GOSHEN	NY	10924	1				(914)258-4287
133005	133030	050008	WALLACE MOBIL	413 N MAIN ST	MONROE	NY	10950	1	NYS	2358-0000		(914)783-0264
162204	162233	575577	GETTY MART	91 W MAIN ST	HANCOCK	NY	13783	1			947259	(607)637-4943
162204	162226	724724	MONSTER MART	2965 NYST RT 26	GLEN AUBREY	NY	13777	1			977264	(607)862-3038
162204	162226	743920	MAIN STREET BP	77 MAIN ST	BINGHAMTON	NY	13905	1				(607)724-4271
162206	162234	728531	RAINBOW FUELS & OIL	T/A THE PITT STOP	COOPERSTOWN	NY	13326	1				(607)547-9572
162210	162227	178199	OELKERS STORE	PO BOX 74 ROUTE 9	BARRYVILLE	NY	12719	1			906099	(914)557-6044
162210	162227	723846	GILL MART	76 E MAIN ST	MIDDLETOWN	NY	10940	1				(914)344-0192
162210	162227	732078	MOBIL FOOD MART	RT 17K	BULLVILLE	NY	10915	1				(914)361-3919
162210	162227	732084	SONNY'S QUICK MART	3 JEFFERSON ST	MONTICELLO	NY	12701	1				(914)794-4376
162210		732088	Z.S.&S CORP.	150 BROADWAY	MONTICELLO	NY	12701	1				(914)794-2127
162210	162227	737910	RALPH'S	259 E MAIN ST	MIDDLETOWN	NY	10940	1			981142	(914)342-5133
162210	162227	748865	SONNY'S MOBIL MART	SHIVANI CORP	MONTICELLO	NY	12701	1				(914)796-1052
162210	162227	748866	PARK CIRCLE CONV	203 NORTH ST	MIDDLETOWN	NY	10940	1				(914)344-0410
162210		748868	STEVE'S COUNTRY	ROUTE 31 4775	GLEN SPEY	NY	12737	1				(914)858-1070
162210		762745	NK MART	OLD ROUTE 17	ROSCOE	NY	12776	1				(607)498-4941
162210	162227	765912	CITGO QUICK STOP	ROUTE 53 COUNTY R	LOCH SHELDRAKE	NY	12759	1				(914)434-5957
162210	162227	769971	SHORT STOP STORE IN	480 E MAIN ST	MIDDLETOWN	NY	10940	1				(914)343-6062
162210	162227	895203	FAIR OAKS S/S INC.	ROUTE 17M-BROWN R	MIDDLETOWN	NY	10940	1			925586	(914)361-4466
162210	162233	178181	PECKS MARKET	513 MAIN STREET	LIVINGSTON MNR	NY	12758	1			901363	(914)439-4091
162210		179183	MILLERS SHOPPING CT	RR 1 BOX 364	BLOOMINGBURG	NY	12721	1			9071154	(914)733-156
162210		179188	BRIAN ELTZ D/B/A/	480 NORTH ST	MIDDLETOWN	NY	10940	1			900159	(914)343-7766
[illegible]		721883	THE ITALIAN DELI	123A RACEWAY RD	MONTICELLO	NY	12701	1			[illegible]	(914)794-1850
162210		769[illegible]9	COCO'S MARKET	THE BUY WAY	WOODRIDGE	NY	12789	1			91[illegible]	(914)434-2881
162210	162227	569038	MOM & POP'S	265 SULLIVAN STRE	WURTSBORO	NY	12790	1				(914)888-4213
162210	162233	569076	TIGERS DEN EXXON	ROUTE 52	LIBERTY	NY	12754	1			922062	(914)292-2413
162210	162227	580163	SUNRISE STORE DBA	SUNRISE STORE	SLATE HILL	NY	10973	1			954644	(914)355-2829
162210	162227	586029	RACEWAY EXXON	167 JEFFERSON ST	MONTICELLO	NY	12701	1			919464	(914)794-4050
162210		590577	STEVE'S	KIRK ROAD	NARROWSBURG	NY	12764	1			952150	(914)252-3200
162210		626503	ROSCOE MART	BOX 661	ROSCOE	NY	12776	1				(607)498-5341
162210		654302	SUNOCO ULTRA POWER	RT. 17 WEST	PARKSVILLE	NY	12768	1		2472-0000		(914)292-1231
162210	162233	654303	ULTRA POWER CORP	MAIN ST. & ROCK A	LIVINGSTON MAN	NY	12758	1		2472-0000		(914)439-5251
162210		667376	ULTRA POWER FOODMAR	RTE 17K	BLOOMINGBULL	NY	12721	1		2472-0000		(914)733-5885
162210	162227	674467	KOLI ENTERPRISES	425 MAIN ST	SOUTH FALLSBUR	NY	12779	1			965038	(914)434-7825
162210	162227	674468	U-P WOODBOURNE	RT. 42 & 52	WOODBOURNE	NY	12788	1			964809	(914)434-7072
162210		675062	ULTRA POWER MONTICE	RACEWAY RD & JEFF	MONTICELLO	NY	12701	1		2472-0000		(914)794-1802
162210		675063	ULTRA POWER LIBERTY	RT. 17 & SULLIVAN	LIBERTY	NY	12754	1		2472-0000		(914)292-9014
162210		675064	MOBIL MINI MART	KHOTIAR CORP.	COCHECTON	NY	12726	1			964932	(914)932-8686

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WHOLESALER : 442680 MOUNTAIN CANDY & CIG. CO., INC <DIRECT>
TEMPLATE : 800115 80300 WIN MAR B2G1F
TEMPLATE SEQ : 0038
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162210	162227	678964	A&K DELI MART	210 WICKHAM AVE	MIDDLETOWN	NY	10940	1			970285	(914)342-8866
162210	162227	680554	MIDDLETOWN TEXACO M	DOLSEN AVE & DOLS	MIDDLETOWN	NY	10940	1				(914)342-7006
162210	162227	688672	STAR MARKET LLC	RT 17N M&M RD	MIDDLETOWN	NY	10940	1			967042	(914)361-5113
162210	162227	688860	R&S INCORPORATED	P.O. BOX #2	BULLVILLE	NY	10915	1				(914)361-0883
162210	162227	691930	FINE MART, INC.	RT. 42	KIAMESHA LAKE	NY	12751	1				(914)796-1133
162210	162234	698971	ROXBURY CONV STORE	MAIN STREET	ROXBURY	NY	12474	1				(607)326-7133
162210	162327	703094	A&T PETROLEUM	PO BOX 1103	PINE BUSH	NY	12566	1			964510	(914)744-5182
162210	162227	706643	JET MART	236 E MAIN ST	MIDDLETOWN	NY	10940	1			968784	(914)344-4420
162210	162227	250219	JOE ROTAS	288 BROADWAY	MONTICELLO	NY	12701	1			927038	(914)794-4460
162210	162227	386605	CABRERA'S AUTO REPA	ROUTE 42 NORTH	MONTICELLO	NY	12701	1			941617	(914)794-8421
162210	162233	388703	52 PICK-UP	6363 STATE ROUTE	LIBERTY	NY	12754	1			928895	(914)292-1655
162210	162227	443887	S&O MINI MART	361 BROADWAY	MONTICELLO	NY	12701	1				(914)791-5142
162210	162227	458081	AMI PETRO, INC.	700 ROUTE 211 E	MIDDLETOWN	NY	10940	1				(914)692-0803
162210		475191	GETTY	ROUTE 52	ELLENVILLE	NY	12428	1			946491	(914)647-6011
162210		543650	ULTRA POWER MART	RT. 17 B	WHITE LAKE	NY	12786	1		2472-0000		(914)583-7313
162210	162227	557522	WALLACE OIL CO.,INC	471 NORTH ST	MIDDLETOWN	NY	10940	1	NYS	2358-0000	960245	(914)342-6799
162210	162227	179216	DOLSON MOBIL	DOLSON ROUTE 17	MIDDLETOWN	NY	10940	1	NYS	2358-0000		(914)342-0135
162210	162227	191649	WALLY MART SUNOCO	FAIRLAWN AVE & RT	MIDDLETOWN	NY	10940	1	NYS	2358-0000	956946	(914)342-0135
162210	162227	209401	WILSON FIELD MOBIL	DOLSON AVENUE	MIDDLETOWN	NY	10940	1	NYS	2358-0000	442680	(914)342-4224
162303	162324	739081	A&S MART INC.	2501 ALBANY ST	SCHENECTADY	NY	12304	1				(518)382-0832
162304	162322	643303	SPI INSTAMART	699 N PEARL ST	ALBANY	NY	12204	1				(518)449-3110
162304		769156	VINDI'S PETROLEUM	607 BROADWAY	WATERVLIET	NY	12189	1				(518)273-6143
162305		686766	CLARKSVILLE MINI MT	2055 DELAWARE TUR	CLARKSVILLE	NY	12041	1			980110	(518)768-2701
162306	162326	176859	HILLSDALE SUPER	ROUTE 23	HILLSDALE	NY	12529	1			963165	(518)325-4341
162306		715467	CITGO MILLERTON	RR 44 EAST	MILLERTON	NY	12546	1				(518)789-9620
162306	162328	178618	KWANG CORP	RR 3 BOX 490A	RED HOOK	NY	12571	1			949461	(914)758-6165
162306	162327	620264	CITGO GUJAR	RT. 32 & MADELINE	ROSENDALE	NY	12472	1			956268	(914)658-3708
162306	162329	693696	PINE GAS	RT 199 BOX 421	PINE PLAINS	NY	12567	1			970798	(518)398-65[illegible]
162307	162330	179819	CARTON GROCERY, INC	80 LAKE DR	CONGERS	NY	10920	1		2757-1100	963991	(914)268-6291
162307	162327	963875	BAXTER'S PHARMACY	24 NEW PALTZ PLZ	NEW PALTZ	NY	12561	1			951756	(914)255-3344
162307	162327	303493	MEADOW HILL MOBIL	1117 UNION AVE	NEWBURGH	NY	12550	1			481952	(914)564-4410
162307	162327	420051	GETTY GUJJAR PETRO	76 NORTH CHEST RT	NEW PALTZ	NY	12561	1				(914)255-7830
162307		274614	44-55 DELI	RT 44 & 55 BOX 56	HIGHLAND	NY	12528	1			944090	(914)691-9190
162307		636230	EMAN MOUTAZI LTD	1 HOMEWOOD AVE	NEWBURGH	NY	12550	1		5474-0000		(914)567-0408
162307	162327	733040	JAMAN ENTERPRISE LT	5004 ROUTE 9 WEST	NEWBURGH	NY	12550	1		0362-0102		(914)562-4242
162307	162327	764472	RAM PETROLEUM	160 MAIN ST	NEW PALTZ	NY	12561	1				(914)255-4420
162307	162327	769218	A-PLUS #60026	78 STATE ROUTE 17	NEWBURGH	NY	12550	1	NYS	0362-0102		(914)564-2992
162307	162327	472372	CHILIANA E ASSOC.IN	69 N PLANK RD	NEWBURGH	NY	12550	1	NYS	0362-0102	046912	(914)561-1391
162308	162328	619804	VALUE RITE THRIFT	650 VIOLET AVE	HYDE PARK	NY	12538	1				(914)229-0438
162308		130310	ADAN INC - DBA GETT	363 HOOKER AVENUE	POUGHKEEPSIE	NY	12603	1				(914)471-8464
162308	162328	659740	JULIANS DELI	RT 9G BOX 956	HYDE PARK	NY	12538	1			953281	(914)229-9829
162308	162329	701607	SHURFINE FOODS	RT.22 BOX 625	WINGDALE	NY	12594	1				(914)832-9361
162308	162328	723015	LAL PETROLEUM	RT 44 & TIMOTHY H	PLEASANT VALLE	NY	12569	1				(914)635-8423

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WHOLESALER : 442680 MOUNTAIN CANDY & CIG. CO., INC <DIRECT>
TEMPLATE : 800115 80300 WIN MAR B2G1F
TEMPLATE SEQ : 0038
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162308	162329	729876	FOODWAY CONV	1163 ROUTE 9	WAPPINGERS FLS	NY	12590	1				(914)298-1493
162308	162329	766944	BUDDY'S SERVICE CTR	233 FREEDOM PLAIN	POUGHKEEPSIE	NY	12603	1		1449-0000	946194	(914)452-4965
162308	162328	785310	COLLEGE VIEW BAKERY	7 COLLEGEVIEW AVE	POUGHKEEPSIE	NY	12603	1				(914)483-0000
162308	162328	785311	CUTTYS DISCOUNT BEV	23 VASSAR RD	POUGHKEEPSIE	NY	12603	1				(914)462-1820
162309	162329	682873	RKJ ENTERPRISE	I - 84 & RTE 52	CARMEL	NY	10512	1			965327	(914)878-2557
162309		667400	WALLY MART MOBIL	RT 17	HARRIMAN	NY	10926	1				(914)774-2418

PAGE BREAK TOTAL ACCOUNTS 91 TOTAL QUANTITY 91

TEMPLATE TOTAL ACCOUNTS 91 TOTAL QUANTITY 91

+ 29 WAM Displays

120

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WHOLESALER PACKING INSTRUCTIONS

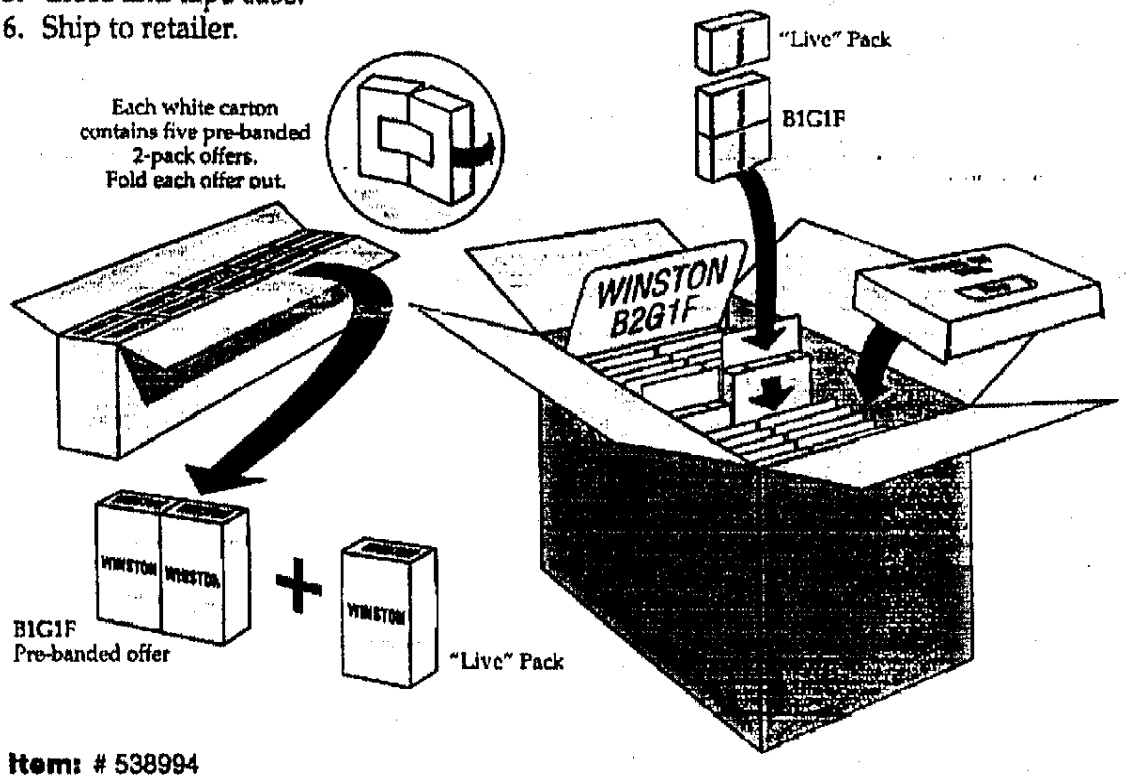
VALUE ADDED PROMOTIONS | **1ST QTR.'98**

March WINSTON B2G1F

(Buy 2 Packs Get 1 Free)

STEPS

1. Open WINSTON B2G1F shipping case. Remove red cardboard insert.
2. Place one B1G1F offer into each Winston style specific sleeve. **Promotional product is in white cartons, utilize 2 cartons Winston Lt. Box, 1 carton Winston FF Box and 1 carton Winston Ul. Lt. Box.**
3. Add one "live" Winston pack of same style to each offer.
4. Place red cardboard insert back into case. Fold display header card down.
5. Close and tape case.
6. Ship to retailer.



Item: # 538994

Promotion Reporting Description: WIN MAR B2G1F

Brand Style	LT BOX	FF BOX	ULT LT BOX			
Number of Cartons	2	1	1			

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